



Healthcare Provider Prioritized Safety While Controlling Costs

FLEET PROFILE

Fleet Size **500**
Industry **Healthcare**

Vehicle Type **SUV, Minivan**

OPPORTUNITY

Rising collisions prompted decisive action

Dedicated to diagnosing health dangers, this company naturally embraced the challenge of creating a safer fleet. Although Wheels Accident Management Program helped to reduce the financial cost of accidents, they were determined to reverse an upward trend in their frequency.

STRATEGY

A multifaceted strategy promoted safety on every front

Wheels and the company partnered to shape a comprehensive safety plan. The vehicle selector was upgraded to offer only five-star crash rated models with all available safety gear. Motor Vehicle Records checks of unsafe driving events went from annual to semi-annual, with an eventual shift to ongoing monitoring in 2020.

It increased emphasis on driver safety during their New Employee Training Orientation program so that from day one every new employee understood that their employer wants to keep them safe. Also, eight driver safety communications were sent out through the year to keep safety top-of-mind. The fleet office assigned training modules twice a month to the entire fleet. Moreover, high-risk drivers were identified and assigned additional classwork.

RESULTS+

A gratifying return on the company's safety investment

This sweeping effort delivered success across the board: a **10%-plus improvement** in ALL major safety metrics from 2018 to 2019. Monthly accident-related costs per vehicle **dropped 10%**. The collision rate **improved 17%**, and the crash rate declined by a remarkable 22%. And as an incidental but welcome dividend, repair cost per vehicle also saw a healthy decrease of 11%.

With its newly established safety culture, the fleet is now more aligned with its mission of promoting public health.